

## Message Text

UNCLASSIFIED

PAGE 01 HONG K 09997 281022Z  
ACTION EA-12

INFO OCT-01 ISO-00 EB-08 /021 W  
-----119761 281024Z /17

O R 280941Z JUL 78  
FM AMCONSUL HONG KONG  
TO USDOC WASHDC IMMEDIATE  
INFO SECSTATE WASHDC 2031  
AMEMBASSY SEOUL  
AMEMBASSY TAIPEI

UNCLAS HONG KONG 9997

USDOC PLEASE PASS TO BOB KELLY, CCM

E.O. 11652: N/A  
TAGS: BEXP, HK  
SUBJECT: VISIT OF ULRICH JAEGER, LITTLE SCOTCHMAN INDUSTRIES

REF: A. USDOC 11555 B. HK 8396  
C. USDOC 12390 D. HK 9133

1. POST HAS RECEIVED LETTER FROM MR. U. JAEGER DATED JULY 21. COPY BEING POUCHED TO USDOC. WE ARE GLAD TO COOPERATE WITH MR. JAEGER AND HIS STAFF IN PROVIDING PROMOTIONAL ASSISTANCE. HOWEVER, MR. JAEGER'S OTHER REQUIREMENTS CAN BEST BE HANDLED BY A CONTRACTOR, SINCE POST CAN NOT LEGALLY ACT AS SUCH AND CARRY OUT TERMS AND CONDITIONS SET FORTH IN HIS LETTER.

2. FOR THEIR PRODUCT, POST SUGGESTS ONE AGENT/DISTRIBUTOR TO HANDLE HONG KONG MARKET. OUR ADS SEARCH RESULTED IN TWO SOLID POTENTIALS.

3. PLEASE INFORM MR. JAEGER AS FOLLOWS:

A. RENTAL OF THE EXHIBITION AREA OF THE FEDERATION OF HONG  
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 HONG K 09997 281022Z

KONG INDUSTRIES: THE PROPOSED SITE IS REASONABLE BY LOCAL STANDARDS: SITE IS APPROXIMATELY 1,000 SQ. FT, MAXIMUM 150 LBS PER SQ. FT. LOADING AND LOCATED IN A INDUSTRIAL/MANUFACTURING CENTRE. OTHER PROPOSED SITES, E.G. HOTELS, HAVE ONLY 100 LBS/SQ. FT. LOADING AND MUCH HIGHER RENTAL. (APPROX. US\$1,000).

B. POST HAS NO MANPOWER OR FACILITIES TO ACT AS AGENT OR CONTRACTOR FOR SUBJECT FIRM, OR TO TAKE DELIVERY OF EXHIBIT FROM DOCK, DELIVER TO WAREHOUSE, CLEAN-UP, FIX ELECTRIC INSTALLATION, BRACING OF FLOOR, PUT ON DISPLAY AND REPEAT THE WHOLE OPERATION AGAIN AFTER SHOW AS WELL AS ASSIGNING SOMEONE TO ACT AS MR. JAEGER'S SECRETARY DURING HIS STAY IN HONG KONG.

C. FLYERS HAVE ALREADY BEEN USED IN ADS SOLICITATION, PROMOTIONAL MAILING PLUS INVITATIONS WOULD HAVE TO BE PROVIDED FOR PROMOTION OF BSP. MAILING COULD BE SENT TO OVER 100 POTENTIAL AGENTS AND ENDUSERS.

D. COFFEE - PROVISION OF BASIC REFRESHMENTS (TEA AND COFFEE) IS LOCAL CUSTOM.

E. INSURANCE - SHOULD COVER LIABILITY FOR THIRD PARTIES AND SITE.

F. BRACING OF FLOOR IS TO AVOID DAMAGES TO SITE AND/OR THIRD PARTIES, BECAUSE OF MAXIMUM FLOOR LOADING OF ONLY 150 LBS PER SQ. FT. THIS IS STANDARD FOR NEARLY ALL FACTORY BUILDINGS IN H.K.

G. BECAUSE SHIPMENT ARRIVES ON AUGUST 6 OR 7, ACCORDING TO MR. JAEGER'S LETTER, AND THE SHOW IS SCHEDULED FOR WEEK UNCLASSIFIED

UNCLASSIFIED

PAGE 03 HONG K 09997 281022Z

OF SEPTEMBER 4, A MINIMUM OF A FULL MONTH'S WARE HOUSE EXPENSES WILL BE INCURRED.

H. STEEL NEEDED FOR DEMONSTRATION SHOULD BE ACQUIRED BY HIRED CONTRACTOR.

4. FYI: PLEASE EXPLAIN TO MR. JAEGER THAT POST CANNOT ACT AS HIS CONTRACTOR AND CARRY OUT TERMS AND CONDITIONS SET FORTH IN HIS LETTER OF JULY 21. IF POST PERFORMS ANY SERVICES WHICH REQUIRE EXPENDITURE OF FUNDS, E.G. SITE RENTAL, DEPOSITS WILL BE REQUIRED. POST WILL RESERVE ACTION OF SUBJECT SHOW PENDING CLARIFICATION AND AUTHORIZATION FROM USDOC. PLEASE ADVISE ASAP. LETTER ASKS POST TO HOLD SHIPMENT IN ITS WAREHOUSE. PLEASE INFORM MR. JAEGER THAT POST HAS NEITHER A WAREHOUSE NOR ITS OWN DEMONSTRATION SITE. PLEASE CLARIFY SITUATION FOR HIM.  
SHOESMITH

UNCLASSIFIED

NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 28 jul 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 jan 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978HONGK09997  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D780309-1185  
**Format:** TEL  
**From:** HONG KONG  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1978/newtext/t19780710/aaaaaijv.tel  
**Line Count:** 111  
**Litigation Code IDs:**  
**Litigation Codes:**  
**Litigation History:**  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Message ID:** 173ac06a-c288-dd11-92da-001cc4696bcc  
**Office:** ACTION EA  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 3  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 29 mar 2005  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** N/A  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 1845620  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** VISIT OF ULRICH JAEGER, LITTLE SCOTCHMAN INDUSTRIES  
**TAGS:** BEXP, HK  
**To:** COM  
**Type:** TE  
**vdkgvwkey:** odb://SAS/SAS.dbo.SAS\_Docs/173ac06a-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014